

Message Text

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ACTION ARA-20

INFO OCT-01 ISO-00 SP-03 AID-20 EB-11 NSC-07 RSC-01

CIEP-02 TRSE-00 SS-20 STR-08 OMB-01 CEA-02 SSO-00

NSCE-00 INRE-00 CIAE-00 INR-10 NSAE-00 AGR-20 COME-00

SWF-02 USIE-00 PRS-01 DRC-01 /130 W

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O R 242135Z MAY 74

FM AMEMBASSY SAN JOSE

TO SECSTATE WASHDC IMMEDIATE 7121

INFO AMEMBASSY GUATEMALA

AMCONSGEN GUAYAQUIL

AMEMBASSY MANAGUA

AMEMBASSY PANAMA

AMEMBASSY SAN SALVADOR

AMEMBASSY TEGUCIGALPA

AMEMBASSY BOGOTA

AMEMBASSY BRASILIA

AMEMBASSY QUITO

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E.O. 11652: N/A

TAGS: ETRD, CS

SUBJECT: BANANAS: MINISTER SANCHEZ DESIRES CONSULT
CLOSELY WITH EMBASSY ON STANDARD NEGOTIATIONS

REF: SAN JOSE 1996

1. MINISTER OF ECONOMY, INDUSTRY AND COMMERCE SANCHEZ
CONFIRMED TO EMBOFF THIS MORNING THAT GOCR WILL HOLD FIRST
MEETING WITH STANDARD REPRESENTATIVES MONDAY, MAY 27. HE SAID
GOGR DELEGATION WOULD BE HIMSELF, VICE MINISTER CARVAJAL AND
MINISTER OF AGRICULTURE GARRON BUT POINTED OUT THAT GOCR
NEGOTIATING TEAM COULD CHANGE LATER ON. SANCHEZ SAID FIRST
MEETING WOULD BE EXPLORATORY INNATURE. HE STRESSED THAT THE MAIN
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PROBLEM NOW WAS TO CALM

MATTERS DOWN. HE ALSO SUGGESTED THAT EMPHASIS SHOULD BE ON WORKING THINGS OUT SO THAT STANDARD WOULD STAY NOT RPT NOT ON TAKING OVER THE COMPANY.

2. SANCHEZ CONCLUDED BY SAYING HE THOUGHT IT WAS VERY

IMPORTANT FOR THE GOCR AND THE EMBASSY TO KEEP IN CLOSE COMMUNICATIONS ON THE PROBLEM. HE VOLUNTEERED TO SEND COPIES OF HIS CORRESPONDENCE WITH STANDARD TO THE EMBASSY AND PROMISED (WITH NO PROMPTING FROM EMBOFF) TO TELEPHONE FOLLOWING THE FIRST MEETING IN ORDER TO INFORM US OF PROGRESS. HE SAID HE REALIZED THAT THE EMBASSY WAS

NOT A PARTY TO THE DISPUTE AND APPRECIATED THAT WE DID NOT WANT TO BE DRAWN INTO THE MIDDLE, BUT REITERATED THAT FROM THE GOCR'S STANDPOINT CLOSE COMMUNICATION WAS HIGHLY DESIRABLE.

3. COMMENT: ENTIRE CONVERSATION WAS COMPLETELY AT THE INITIATIVE OF MINISTER SANCHEZ. HIS EXPRESS DESIRE TO KEEP THE EMBASSY PLUGGED IN IS REMINISCENT OF OUR ROLE IN THE ALLIED CHEMICAL--RECOPE PROBLEM. IN THAT INSTANCE BOTH THE GOCR AND ALLIED APPEARED HIGHLY APPRECIATIVE OF OUR EFFORTS EVEN THOUGH THESE ALWAYS LOW KEY AND SELDOM MORE THAN "HANDHOLDING" IN NATURE.
LANE

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Message Attributes

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TAGS: ETRD, CS, STANDARD FRUIT, (SANCHEZ), (CARVAJAL), (GARRON)
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